

## Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/OIM/SAD/CSWOPE/CLS

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/SAD/JMURRIN

COM/ESA/RKELLY

COM/EM/JDOYLE

----- 095383

R 030016Z JAN 76

FM SECSTATE WASHDC

TO AMCONSUL BOMBAY

INFO AMEMBASSY NEW DELHI

UNCLAS STATE 001271

E.O. 11652: NA

TAGS: BEXP, IN

SUBJECT: CATALOG EXHIBIT - U.S. SCIENTIFIC, INDUSTRIAL  
AND MEDICAL INSTRUMENTS

REF: BOMBAY'S O.M., DEC. 9

1. B/W CONT;OLS INC. CATALOGS AIRMAILED NOVEMBER 10;  
DUPLICATES AIRMAILED DECEMBER 24. DIB-432P INFO FOLLOWS:  
SUPPLIER: B/W CONTROLS INC., 2200 EAST ;APLE ROAD,  
BIRMINGHAM, MICHIGAN 48012; (313) 643-8800. EXP. SLS. MGR.  
R. B. BENDER, PRESIDENT. STATUS: NTM. OBJECTIVE: SEEK  
REPRESENTATION. PRODUCTS: LIQUID LEVEL CONTROLS.

2. CAPINTEC INC. IS THE SAME COMPANY AS CAPINMILL (SEE  
COPY PETERSON DEPOSIT MEMO OF NOV. 13) FROM WHOM POST HAS  
RECEIVED CATALOGS.

3. EFRATOM CALIFORNIA, INC. CATALOGS AIRMAILED TO POST  
OCTOBER 29. ANOTHER SET WILL BE AIRMAILED AS SOON AS  
RECEIVED HERE. DIB-432P INFO FOLLOWS: SUPPLIER:  
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EFRATOM CALIFORNIA INC., 3303 HARBOR BLVD., SUITE E-1,

COSTA MESA, CALIFORNIA 92626; (714) 556-L620. EXP. SLS.  
MGR.: HEINZ BADURA, GENERAL MANAGER. AGENT: HIND

INDUSTRIAL AND MERCANTILE CORP., PVT. LTD.; ATTN: N. J.  
SHAN, SALES ENG.; 205-A, DR. ANNIE BESANT ROAD; BOMBAY  
400 018 INDIA. STATUS: NTE. OBJECTIVE: NEW SALES.  
PRODUCTS: TIME AND FREQUENCY SYSTEMS (A).

4. WABCO FLUID POWER CATALOGS WERE AIRMAILED APPROXI-  
MATELY THREE WEEKS AGO. FIRM AIRMAILING DUPLICATE SETS  
TO COMMERCE FOR FORWARDING TO POSTS. DIB-432P INFO  
FOLLOWS: SUPPLIER: WABCO FLUID POWER DIV., AMERICAN  
STANDARD, POWER AND CONTROLS GROUP; 1953 MERCER ROAD;  
LEXINGTON, KENTUCKY 40505; (606) 254-8031. EXP. SLS.

MGR.: W. R. FORSTER. AGENT: AEICORP PVT. LTD., 10 LALL  
BAZAR ST., CALCUTTA 700001 INDIA. STATUS: NTM.  
OBJECTIVE: NEW SALES. PRODUCTS: (D) MEASURING AND  
CONTROLLING DEVICES; (J) INDUSTRIAL PROCESSING AND CONTROL  
EQUIPMENT.

5. FIRMS THAT DO NOT WISH TO PARTICIPATE IN CATALOG  
EXHIBIT ARE ATOMIC PRODUCTS CORP.; DENTAL CORPORATION OF  
AMERICA; AND DICKSON BROS. (THIS FIRM INTERESTED WTD

REPORTS. COMMUNICATED WITH CML. OFFICER BOMBAY, LETTER  
OF NOV. 21, SIGNED BY ROBERT W. DICKSON.). PLEASE DO  
NOT DISPLAY CATALOGS OF THESE THREE FIRMS IN EXHIBIT.

6. ALL REMAINING FIRMS LISTED IN REF. O.M. ARE PAID  
PARTICIPANTS OR HAVE EXPRESSED THEIR INTENTION TO  
PARTICIPATE WITH THE EXCEPTION OF MEDICAL STERILE PRODUCTS  
AND DYNAMICS ELECTRONIC PRODUCTS INC. WILL ADVISE  
INTENTION THESE TWO FIRMS AS SOON AS COMMERCE ABLE TO  
CONTACT.

7. COPIES OF PETERSON MEMOS TO CENTRAL ACCOUNTING  
DIVISION DATED NOVEMBER 13 (15 FIRMS LISTED), DECEMBER 4  
(71 FIRMS LISTED), AND DECEMBER 18 (51 FIRMS LISTED) HAVE  
BEEN AIRMAILED TO POSTS. SOME FIRMS LISTED MAY BE EXPORT  
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AGENTS REPRESENTING MORE THAN ONE FIRM (E.G. SAMUEL B.  
KOGEN ASSOCS., LTD., MEMO OF DEC. 4). PEEL-A-WAY  
SCIENTIFIC IS LISTED ON DEC. 4 MEMO AS W. GLENN WUNDERLY  
COMPANY.

8. ADDITIONAL PARTICIPATING FIRMS NOT LISTED PETERSON  
MEMO AS YET NOR ON REF. O.M. INCLUDE THE FOLLOWING:  
ANALABS, INC., SUBSIDIARY OF NEW ENGLAND NUCLEAR CORP.;

ARVEY CORP.; BEEHIVE MEDICAL ELECTRONICS, INC.; DWS, INC.,

DRAKE-WILLOCK; DICKSON/UNIGAGE, DIV. OF SOILTEST INC.,  
THE DICKSON CO. (NOT SAME AS DICKSON BROS. LISTED REF.  
O.M. AND PAR. 5 ABOVE); DIGILAB INC., SUBSIDIARY BLOCK  
ENGINEERING INC.; E-H RESEARCH LABORATORIES, INC.; ELECTRO  
RENT CORP., A TELECOR CO.; ELGAR INT'L CORP.; ENDEVCO,  
DIV. OF BECTON, DICKINSON AND CO.; EXTRACORPOREAL MEDICAL  
SPEC., EMSCO INT'L, INC.; GENERAL RESISTANCE INC.; ALAN  
GORDON ENTERPRISES INC.; GOULD, INC., STATHAM INSTRUMENTS,  
INC.; ITT JENNINGS; KAMAN SCIENCES CORP.; KEITHLEY  
INSTRUMENTS, INC.; KELVINATOR COMMERCIAL PRODUCTS, INC.;  
LABARGE, INC., DORSETT ELECTRONICS DIV.; LEICO INDUSTRIES  
INC.; LEXEL CORP.; MONOLITHIC TRANSDUCERS, INC.; MYRON  
L COMPANY; ORION RESEARCH INC.; PACKARD INSTRUMENT CO.,  
INC., SUBS. OF AMBAC INDUSTRIES, INC.; PERKIN-ELMER CORP.;  
SCOTT AVIATION DIV., ATO, GILMAN INDUSTRIAL EXPORTS,  
INC.; SHILEY INT'L SALES CORP.; SMITH KLINE INSTRUMENTS,  
INC. (SKI); TELCOLAB CORP.; TORSION BALANCE CO.; TROXLER  
ELECTRONICS LABORATORIES INC.; VISTA SCIENTIFIC CORP.;  
WANG LABORATORIES, INC.; AND WATERS INSTRUMENTS, INC.

9. POSTS' INITIATIVE IN ADVISING OVERSEAS AGENTS TO  
CONTACT U.S. OFFICES RE PARTICIPATING MOST HELPFUL IN  
COMMERCE RECRUITING EFFORTS AND IS GREATLY APPRECIATED.  
TOTAL PAID PARTICIPANTS COB DEC. 31 NUMBER 175. INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE001271  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OIM/SAD/CSWOPE/CLS  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760001-1074  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 141  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** castelsl  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <24 JUN 2004 by barnescd>; APPROVED <11 AUG 2004 by castelsl>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CATALOG EXHIBIT - U.S. SCIENTIFIC, INDUSTRIAL AND MEDICAL INSTRUMENTS  
**TAGS:** BEXP, IN  
**To:** BOMBAY  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006